

# Dr. Martha Cahill, PhD, MBA



Chairperson of the IHI JU  
States Representatives Group

National Representative and Adviser on  
EU Funding for Health for Horizon  
Europe and the Innovative Health  
Initiative

Enterprise Ireland, Dublin, Ireland

Martha currently holds the role of European Advisor on EU funding for Health Research for Horizon Europe's Health Cluster and the Innovative Health Initiative (IHI) partnership. She was the former National Representative for Health in FP6 and FP7 and a National Expert for the legal and financial aspects of the Seventh Framework Programme. (2005- 2008). Since this time, she has worked as a business adviser for small to medium enterprise in the area of Lifesciences, software and emerging technology companies in Enterprise Ireland.

## Field of Expertise

- Over 25 years' experience in the area of biomedical research, connected health, software and technology industries with technical and commercial expertise.
- 10 years working a business development adviser supporting business start-ups, SME growth and exports.
- Worked primarily with emerging technology and software companies (using SAAS based technology), with a broad range of experience from business planning, technical assessments, financial due diligence, investments and sales and marketing.
- Responsible for millions of euro's worth of funding in the form of grant and equity to my assigned clients in the area of biomedical, software and technology.
- Managed a large portfolio of clients and supported them to secure appropriate funding from investors and banks for their business development needs and provided strategic advice and trade links.
- Responsible for completing the financial review and commercial assessment of projects and proposals.
- Technically strong across a range of industries with a key skill in translating and communicating this in an understanding manner.
- Supported Irish Health Researchers in multi-million Euro projects in the European Framework programmes and Horizon Europe
- Served as National Contact and Delegate for European FP7 Health program and subsequently appointed as the National Expert for negotiation in legal and finance aspects of the model grant agreement with European Commission.
- Graduated with a first-class MBA from Smurfit Business School in 2005 and completed a PhD in Biomedical Science at the Royal College of Surgeon in Ireland in 2001.
- Qualified as an Executive Leader and Personal Business Coach (2019)